

Enabling Agent-2-Agent commerce in the AI era

*Hi, I'm Matteo Pecori
and I'm a Senior Partner at*





Makers of Change

We combine strategy, technology,
and creativity to drive real business
transformation.

Our consulting spans Customer Experience,
People & organization, Enterprise
processes, Business Innovation and much
more.

We build with courage, lead with vision,
and turn complexity into clarity.

Welcome to Arsenalia,
where change is real.

What
makes us
really
different

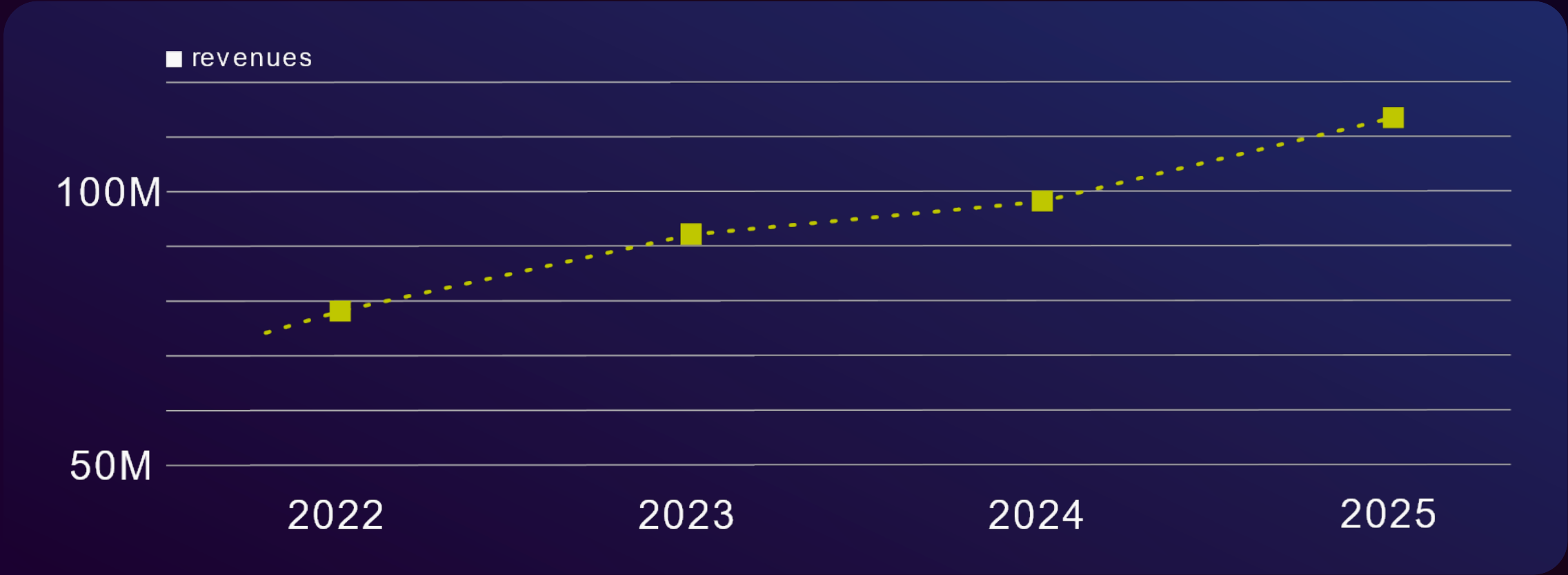
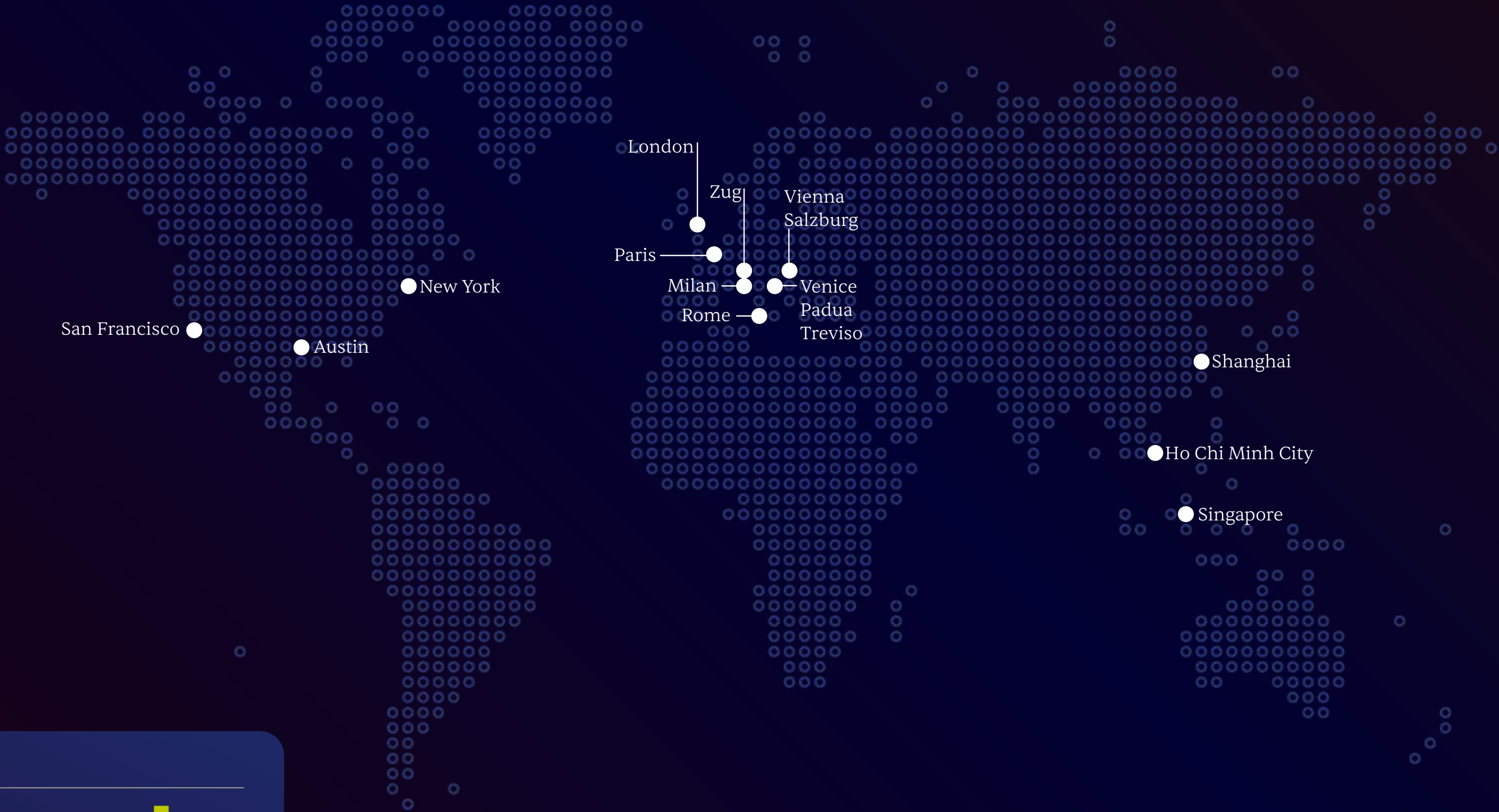
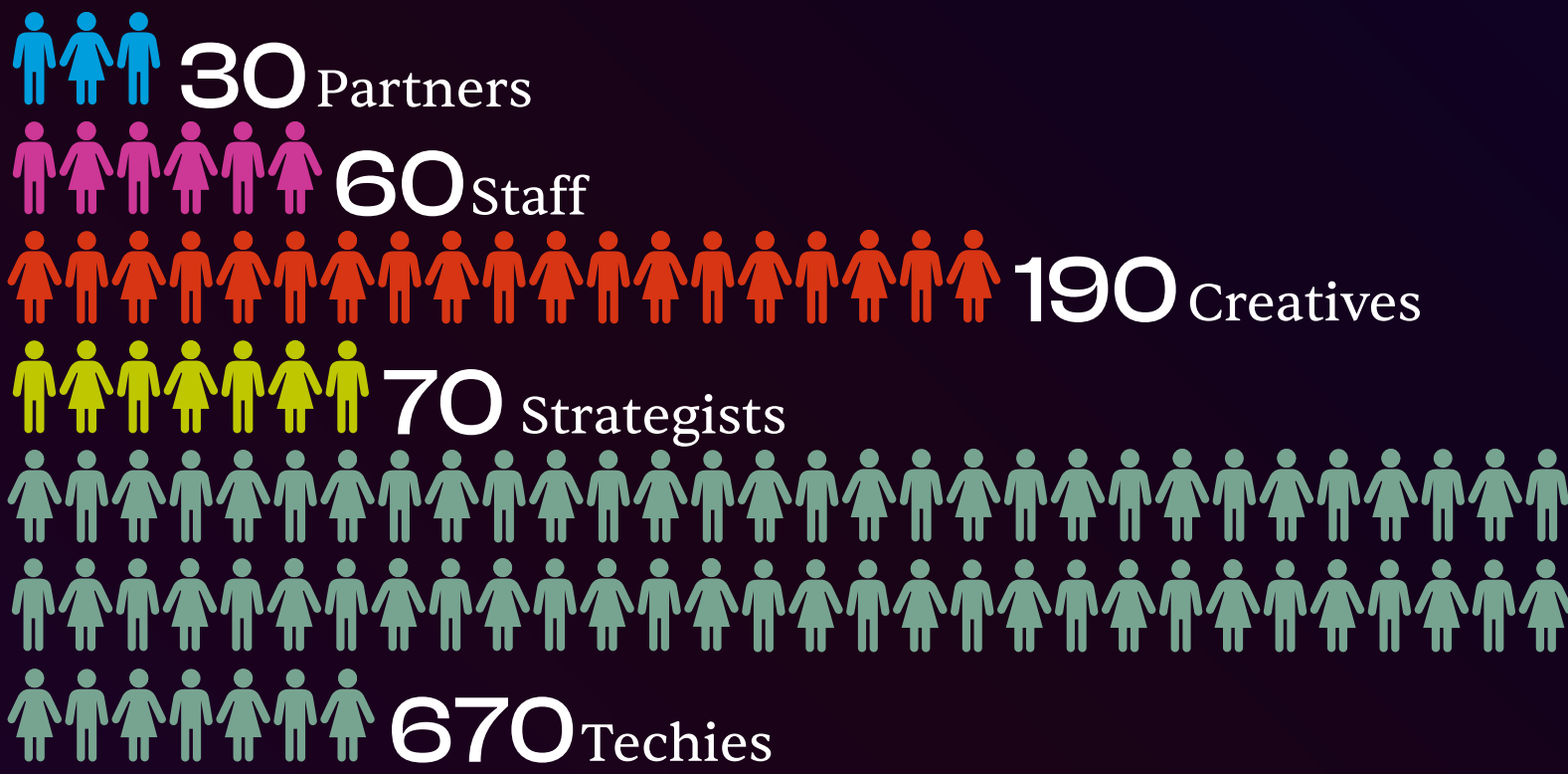
Our goal is our client's goal.

We're proudly independent,
which means no outside financial interests,
but a focus on quality and effectiveness.

We go all-in on our clients' missions,
because they're the only ones
whose opinion really matters.

Numbers

are just numbers, but for an intro they will do.



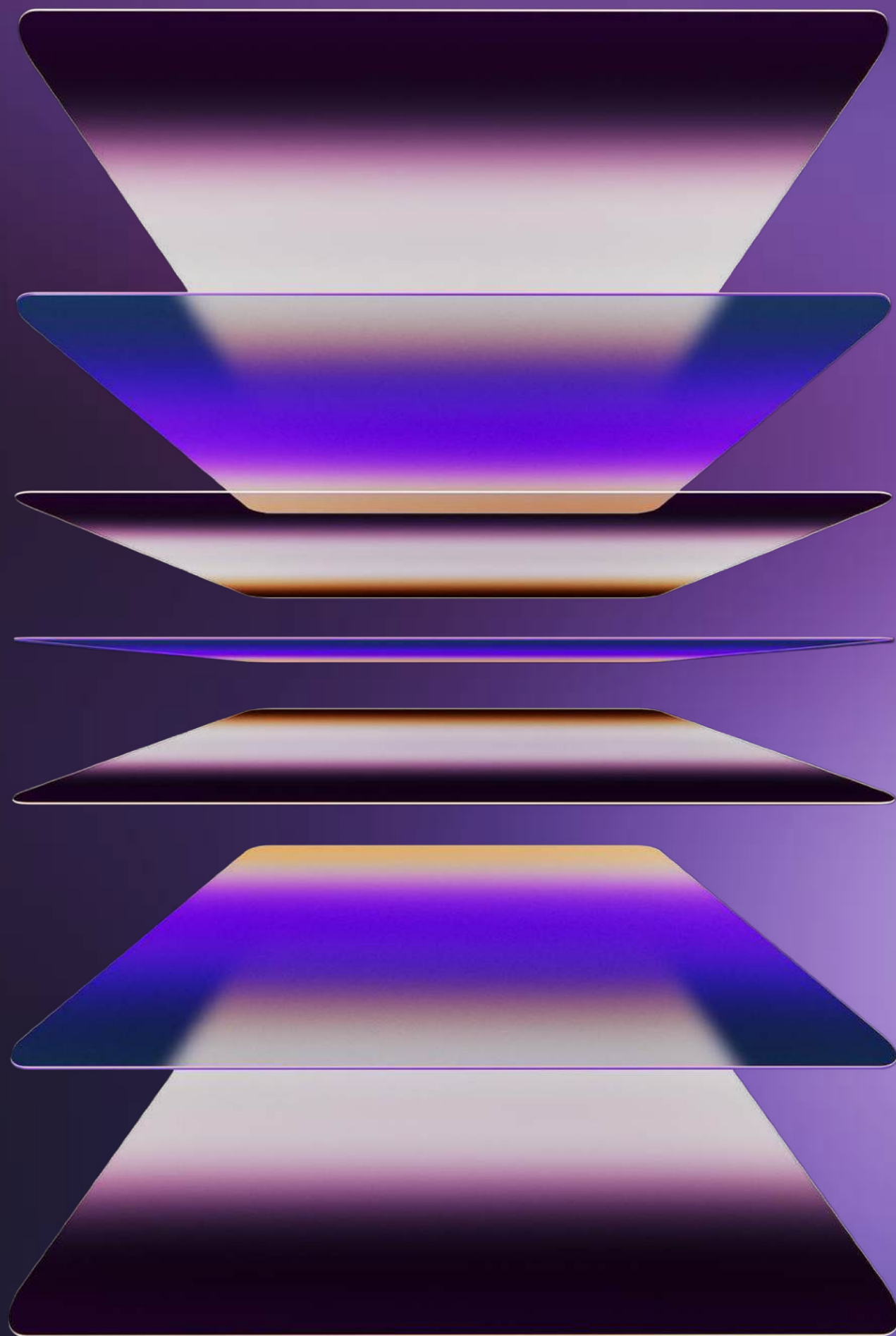
+100 M

Revenues

+25%

Organic growth yoy

Our unique model unites the three Guilds (Creative, Tech, Strategy), to fuel the Domains, where collective expertise is transformed into visionary solutions that anticipate trends, shape markets, and address real client needs.



- 1. **AI & INTELLIGENT AUTOMATION**
Reconsidering future imperatives
- 2. **BUSINESS STRATEGY & EXECUTION**
Advising alongside, partnering your journey
- 3. **CUSTOMER & REVENUE GROWTH**
Composing harmony within complex contexts
- 4. **PEOPLE & ORGANIZATION**
Elevating human collective intelligence
- 5. **ENTERPRISE PROCESS OPTIMIZATION & AUTOMATION**
Evolved processes, superior performance
- 6. **CLOUD OPERATIONS**
Above every Cloud
- 7. **CYBERSECURITY**
Sophisticated security, intelligently integrated

Re-invention

To survive and win in today's chaos, *tweaking* what you got ain't gonna cut it.

You gotta tear it all down and rebuild from the ground up - your whole business model, how you actually operate, and every single touchpoint your customers and people experience.

Digital core

Growth ain't about your marketing campaigns or fancy creative. *That's old school bullshit.*

Growth ain't marketing. It's tech transformation.
Today it takes the full system: brand, data, tech, and AI
working as one.

Technology is no longer a tool.
It's the nervous system that makes everything move.
That's how you sell. That's how you grow.

Not vendors

We invest in research, data, and real insight. Not to chase trends, but to see what's next before it happens.

Our work is about bringing that foresight to clients, so we create value, not to play the agency game or drown in empty buzzwords.

Back to the point...

Enabling Agent-2-Agent commerce in the AI era



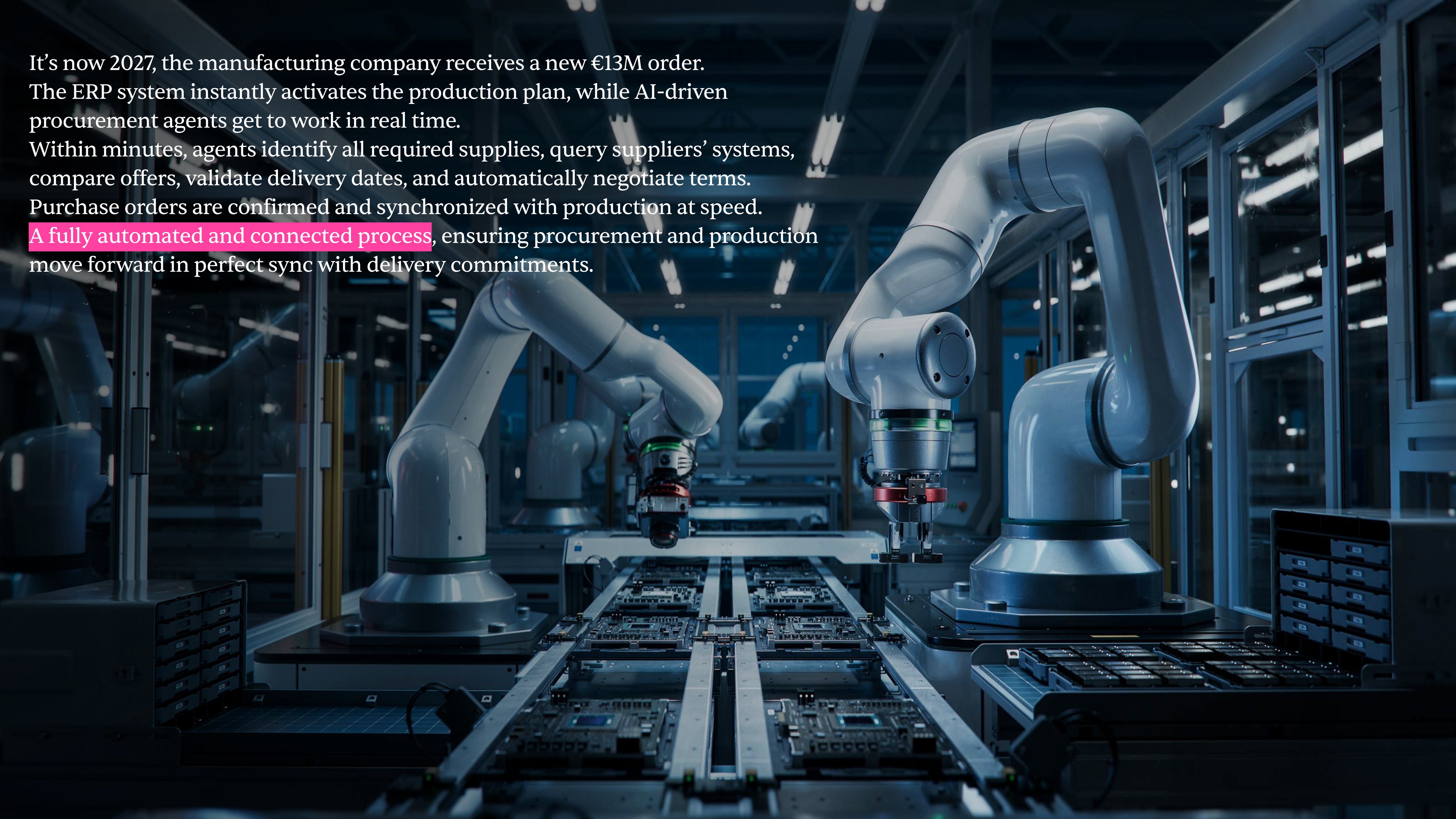
COMPANY A: “Good morning, this is Mr. Smith from Company A’s procurement office. I’m calling to request a quotation...”

COMPANY B:
“Good morning, Mr. Smith. We haven’t taken phone orders for months now... Don’t you have an agent?”



We're in 1997, a manufacturing company making complex machines received a €13M order. The ERP launched the production plan, and procurement quickly got involved. A buyer began organizing supplies, budgets, and delivery dates. Then came days of calls to suppliers, chasing quotations, comparing offers, verifying timelines, negotiating, and closing purchase orders. **A slow and manual process**, while production was already running and procurement had to keep pace to meet delivery deadlines.

It's now 2027, the manufacturing company receives a new €13M order. The ERP system instantly activates the production plan, while AI-driven procurement agents get to work in real time. Within minutes, agents identify all required supplies, query suppliers' systems, compare offers, validate delivery dates, and automatically negotiate terms. Purchase orders are confirmed and synchronized with production at speed. A fully automated and connected process, ensuring procurement and production move forward in perfect sync with delivery commitments.



A pixelated, 8-bit style illustration of Mario's head and shoulders. He has a brown face, a white mustache, and a blue shirt with a white collar. The image is positioned on the left side of the slide, partially behind the title text.

What is an AI Agent?

An AI Agent is a digital assistant that can act autonomously on behalf of a person or a company. It doesn't just answer questions, it can understand goals, take decisions, and execute tasks.

In B2B, this means:

- _ Connecting directly with suppliers' systems
- _ Requesting and comparing quotations in real time
- _ Checking availability and delivery dates
- _ Negotiating terms automatically
- _ Placing purchase orders and updating the ERP

In short, AI Agents turn complex, time-consuming processes into fast, reliable, and autonomous workflows.

Use Cases

Procurement

- _ Automatic RFQ (Request for Quotation) creation and dispatch
- _ Real-time quotation comparison across multiple vendors
- _ Delivery date validation and lead-time optimization
- _ Continuous price monitoring and supplier performance tracking
- _ Automated negotiation based on predefined rules and thresholds
- _ Purchase order issuance and ERP synchronization
- _ Proactive risk detection (delays, shortages, compliance issues)
- _ Inventory-driven reorder automation

Sales

- _ Instant RFQ response generation
- _ Dynamic pricing optimization
- _ Capacity and availability check
- _ AI-driven contract drafting and compliance checks
- _ Automated order confirmation and customer updates
- _ Cross-selling / upselling suggestions during negotiation
- _ Continuous customer sentiment monitoring
- _ Integration with CRM for account-centric engagement

Agent-to-agent commerce is no longer a future vision it's coming soon.

Early movers are setting new B2B standards in speed, efficiency, and autonomy.

What to Check

- _ Legacy system constraints
- _ Data quality & governance
- _ Compliance and accountability
- _ Supplier ecosystem readiness
- _ Change management challenges

The 7-10 Year Roadmap for Agentic B2B Commerce

FOUNDATION (0-1 YEAR)

- Common data standards
- Centralized product & pricing data
- Open APIs for commerce functions
- Supplier onboarding to digital workflows

ENABLEMENT (1-3 YEAR)

- AI-powered product & supplier data enrichment
- Agent-ready workflows (real-time quoting, POs, returns)
- Predictive lead time & risk analysis
- Industry pilots and interoperability testing
- Compliance & audit frameworks

NEXT-GEN B2B (3-5 YEAR)

- Zero-click commerce APIs for buyers
- Machine-to-machine negotiation (pricing, contracts, volume)
- Integration with agentic marketplaces & native LLMs
- Ecosystem interoperability with suppliers & regulators
- Procurement teams shift to orchestration roles